

Posted 09/29/2011 JW

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DIVISION OF PROFESSIONAL REGULATION

PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, October 6, 2011 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware

AMENDED AGENDA
(Amended items are noted with an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – September 1, 2011
- 3.0 Unfinished Business
 - 3.1 Continuing Revising Draft of Proposed Protocol for Negative Course Evaluations
 - 3.2 Continued Discussion Regarding Proposed Questions for Course Evaluations
 - 3.3 Continued Discussion Regarding Proposed Changes to Instructor Applications
 - 3.4 Continued Discussion Regarding Inactive Licensees & Online Courses
 - 3.5 Continued Discussion Regarding Correspondence Received from Denise Tatman, DAR
 - 3.6 Continued Discussion Regarding Revising the Pre-Licensing Course
 - 3.7 Review Previously Tabled Course Provider Applications
- 4.0 New Business
 - 4.1 Update from the Commission – Mr. Riale
 - 4.2 Review of Letters of Intent and Course Evaluations

4.3 Review of Course Provider Applications

4.3.1 Course Provider: The Commercial Real Estate School of TriState Realtors Commercial Alliance

4.3.1.1	Course Title:	Tax Free Income for Life with Real Estate and Your 401k
	Credit Hours:	3.5
4.3.1.2	Course Title:	Cost Segregation
	Credit Hours:	3.0
4.3.1.3	Course Title:	Supply and Demand in a Recovering Market
	Credit Hours:	3.5
4.3.1.4	Course Title:	Tax Issues in Commercial Real Estate Investments
	Credit Hours:	3.5

4.3.2 Course Provider: Association of Realtors School

4.3.2.1	Course Title:	Real Estate Sales
	Credit Hours:	26.0

4.3.3 Course Provider: The Frederick Academy of Real Estate

4.3.3.1	Course Title:	Charitable Giving Through Donations of Real Estate
	Credit Hours:	3.0
4.3.3.2	Course Title:	Real Estate Investment Fundamentals
	Credit Hours:	3.0
4.3.3.3	Course Title:	Real Estate Hot Buttons and Issues
	Credit Hours:	3.0

4.3.4 Course Provider: Delaware School of Real Estate

4.3.4.1	Course Title:	Hot Topics in Real Estate
	Credit Hours:	3.0
*4.3.4.2	Course Title:	RISMedia's Social Media Marketing Certification Course
	Credit Hours:	6.0

4.3.5 Course Provider: New Castle Board of Realtors

4.3.5.1	Course Title:	Understanding the Delaware Uniform Common Interest Ownership Act
	Credit Hours:	3.0
*4.3.5.2	Course Title:	Legislative Issues
	Credit Hours:	3.0

4.3.6 Course Provider: McKissock, LP

4.3.6.1	Course Title:	Property Pricing and CMAs
	Credit Hours:	3.0

4.3.7 Course Provider: Polley Associates Real Estate Education

4.3.7.1	Course Title:	Real Estate Marketing Reboot: Innovate> Relate> Differentiate
	Credit Hours:	7.0

4.3.8 Course Provider: Century 21 Gold Key Realty

4.3.8.1 Course Title: Salesperson Core Course
Credit Hours: 3.0

4.3.8.2 Course Title: Working with Todays Sellers
Credit Hours: 3.0

4.3.8.3 Course Title: Working with Todays Buyers
Credit Hours: 3.0

*4.3.9 Sussex County Association of Realtors

4.3.9.1 Course Title: Commercial Real Estate & Social Media
Credit Hours: 3.0

*4.3.10 The CE Shop

4.3.10.1 Course Title: Accredited Staging Professional
Credit Hours: 6.0

4.4 Review of Instructor Applications

4.4.1 Susan Davis

Continuing Education: Professional Enhancement: Property Pricing and CMAs

4.4.2 Albert Hughes

Continuing Education: Professional Enhancement: Supply and Demand in a Recovering Market

4.4.3 Patricia Moyer

Continuing Education: Professional Enhancement: Green 100, Green 200, Green 300, Short Sales & Foreclosures, Seller Representative Specialist, Generation Buy, E-Buyer, Ethics, ABR, SRES

4.4.4 Dominic Cardone

Continuing Education: Professional Enhancement: Green 100, 200 & 300 Designations, Ethics, RE Marketing Reboot, Agency, Short Sales & Foreclosures, Generation Buy, E-Buyer, Standard Forms

4.4.5 Francis McCann Jr.

Continuing Education: Professional Enhancement: Ethics/Professional Standards, Valuation, Comparative Market Analysis, Investment Analysis of Real Estate

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage, Real Estate Documents, Valuing Real Property, Financing, Ethics, Real Estate Investment, Mathematics

4.4.6 William Ferreri

Continuing Education: Legislative Update, Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Course

Pre-Licensing Course: Orientation, Real Estate Sales, Real Estate Mathematics

Broker's Course: Brokerage, Real Estate Documents, Valuing Real Property, Financing, Ethics, Legal & Governmental Aspects of Real Estate, Real Estate Investment, Mathematics

4.4.7 Michael Selvaggio

Continuing Education: Professional Enhancement: GRI 401: Becoming Techno Savvy, Silver Bullet Solutions, Ninja Selling

Pre-Licensing Course: Real Estate Sales

4.4.8 Michael Perry

Continuing Education: Professional Enhancement: Agency Relationships. Property Management, ABR, GRI Series, SRES, Relocation Sales, RE Finance Today, RE Sales, RE Investment, Mortgage Fraud

4.4.9 Joseph Sheehan

Continuing Education: Professional Enhancement: Agency Relationships, Representing the Client and Respecting Agency Relationships, Social Media, EPRO, Technology in Real Estate

*4.4.10 Doug Devitre

Continuing Education: Professional Enhancement: Commercial Real Estate & Social Media

*4.4.11 Carl Fischer

Continuing Education: Professional Enhancement: Tax Free Income for Life with Real Estate and Your 401 Account

Broker's Course: Real Estate Investment

*4.4.12 William Patterson

Continuing Education: Professional Enhancement: Real Estate Investment, Tenants-in-Common Investment Basics Course, Charitable Donations of Real Estate

Broker's Course: Real Estate Investment

*4.4.13 George "Gee" Dunsten

Continuing Education: Professional Enhancement: Social Media Marketing

*4.4.14 Lester Albright

Pre-Licensing: Orientation, Real Estate Mathematics

Broker's Course: Mathematics

*4.4.15 Joseph Pluscht

Continuing Education: Salesperson Core Course, Broker Core Course, Delaware Real Estate Commission Property Management Course, Professional Enhancement: Agent Etiquette, NAR Code of Ethics

Pre-Licensing: Orientation, Real Estate Sales, Real Estate Mathematics

4.5 Discussion Regarding the Instruction of the Pending "Train the Trainer Course" (Core Module Training)

5.0 Correspondence

*5.1 Review Correspondence from TracyLee Elmore Regarding Changes to Education Requirements

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – November 3, 2011

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.